

ARLINGTON COUNTY HOUSING REPORT

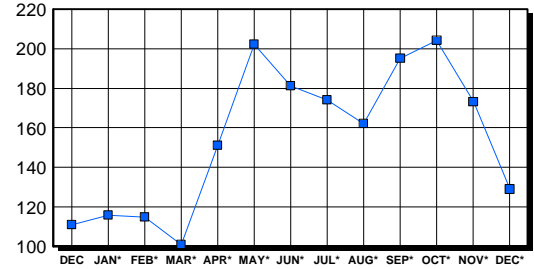
Residential Market Report Single Family Homes December 2004

LISTINGS

| Price Range | New This Month | | | Total Active | | |
|---------------------|----------------|-----------|-------------|--------------|------------|-------------|
| | 2004 | 2003 | % Change | 2004 | 2003 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 3 | 1 | 100.0 |
| 150000-299999 | 2 | 6 | -66.7 | 11 | 17 | -35.3 |
| 300000-449999 | 19 | 14 | 35.7 | 8 | 18 | -55.6 |
| 450000-599999 | 31 | 25 | 24.0 | 18 | 25 | -28.0 |
| 600000-749999 | 10 | 5 | 100.0 | 26 | 18 | 44.4 |
| 750000-999999 | 11 | 4 | 175.0 | 22 | 13 | 69.2 |
| 1000000 & Over | 15 | 10 | 50.0 | 41 | 19 | 115.8 |
| Grand Total: | 88 | 64 | 37.5 | 129 | 111 | 16.2 |

INVENTORY TREND

Listings Active At End Of Month

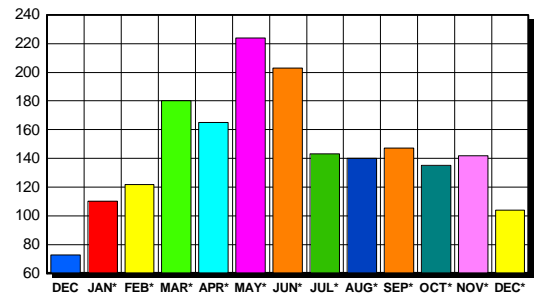


CONTRACTS

| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|-----------|-------------|--------------|--------------|------------|
| | 2004 | 2003 | % Change | 2004 | 2003 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 4 | 4 | 0.0 |
| 150000-299999 | 4 | 7 | -42.9 | 83 | 164 | -49.4 |
| 300000-449999 | 18 | 19 | -5.3 | 360 | 618 | -41.7 |
| 450000-599999 | 38 | 27 | 40.7 | 679 | 520 | 30.6 |
| 600000-749999 | 11 | 10 | 10.0 | 305 | 238 | 28.2 |
| 750000-999999 | 20 | 8 | 150.0 | 259 | 132 | 96.2 |
| 1000000 & Over | 13 | 2 | 550.0 | 125 | 45 | 177.8 |
| Grand Total: | 104 | 73 | 42.5 | 1,815 | 1,721 | 5.5 |

SALES TREND

Contracts Ratified Per Month



SETTLEMENTS

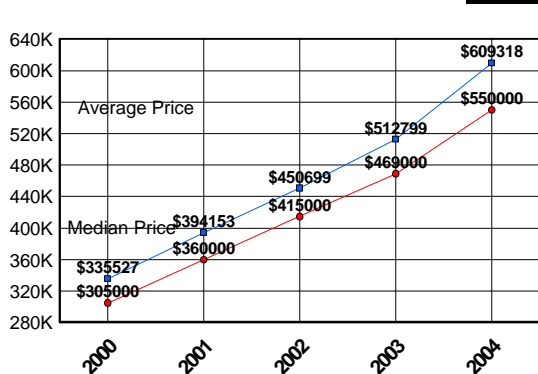
| Price Range | New This Month | | | Year-To-Date | | |
|---------------------|----------------|------------|-------------|--------------|--------------|------------|
| | 2004 | 2003 | % Change | 2004 | 2003 | % Change |
| 0-149999 | 0 | 0 | 0.0 | 4 | 5 | -20.0 |
| 150000-299999 | 3 | 14 | -78.6 | 78 | 165 | -52.7 |
| 300000-449999 | 25 | 46 | -45.7 | 340 | 634 | -46.4 |
| 450000-599999 | 50 | 44 | 13.6 | 643 | 511 | 25.8 |
| 600000-749999 | 25 | 25 | 0.0 | 365 | 242 | 50.8 |
| 750000-999999 | 24 | 14 | 71.4 | 263 | 131 | 100.8 |
| 1000000 & Over | 9 | 6 | 50.0 | 106 | 41 | 158.5 |
| Grand Total: | 136 | 149 | -8.7 | 1,799 | 1,729 | 4.0 |

DATA SOURCE

Metropolitan Regional Information System (MRIS)

NOTES: Properties not listed through this Multiple Listing Service are not reflected. The term "sales" represents ratified purchase contracts. Current year information is preliminary and subject to revision. Current year-to-date contract information may not equal the sum of the monthly contract totals reported in previous issues. Prices are not adjusted for inflation.

AVERAGE & MEDIAN PRICE



MARKET BY PRICE RANGE

